



# KEEPING UP

Published By

F & T Livestock Market

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## MONDAY'S FED CATTLE

Sale Starts 8:30 a.m.

RECEIPTS: 147

First sale of the new year with no trend established because of the long Holiday layoff.

### STEERS

Choice 2-3

1200-1450# - 85.00-87.00

Select & Choice 2-3

1100-1400# - 83.00-84.75

### HEIFERS

Choice 2-3

1100-1300# - 83.50-84.75

Choice 3-4

1300-1450# - 80.50-83.00

## MONDAY'S COWS & BULLS

Sale Starts 9:30 a.m.

RECEIPTS: 212

### COWS

Breaking

Bulk 44.50-49.00

Lo Dressing 39.00-43.75

Boning

Bulk 42.00-46.00

Lo Dressing 38.00-42.00

Lean

Bulk 37.00-40.00

Lo Dressing 32.00-37.00

Shelly 25.50-31.00

### BULLS

YG 1-2

1450-2300# - 50.00-56.00

Lo Dressing 43.00-50.00

## MONDAY'S FEEDER CATTLE

Sale Starts 12:30 p.m.

RECEIPTS: 1480

Demand moderate to good, best on weights under 650#. Reports of extremely poor feedlot conditions to the far west of here may be limiting the demand for the heavier weight feeders, with more wet/wintery weather expected for this next week-end.

### FEEDER STEERS

Medium & Large 1 & 1-2

300-400# - 125.00-131.00

400-500# - 117.00-128.00

500-600# - 109.00-121.25

Pkg 503# - 126.00

600-650# - 101.25-111.75

650-700# - 97.75-104.60

Fleshy 600-700# - 93.50-104.00

700-800# - 92.85-96.40

Pkg 828# - 95.75

### FEEDER HEIFERS

Medium & Large 1-2

400-500# - 104.50-114.50

Fleshy 482# - 101.00

500-600# - 98.50-110.75

Fleshy 90.75-95.50

600-650# - 93.50-102.00

Fleshy 88.50-90.00

Pkg 684# - 89.00

700-750# - 88.00-90.25

Lot 807# - 89.70

Medium & Large 2

500-600# - 93.25-96.50

Pkg 638# - 90.50

Pkg 830# - 83.75

### FEEDER BULLS

Medium & Large 1-2

Pkg 551# - 90.75

600-700# - 90.00-92.50

## Special Feeder Calf & Yearling Sale

Monday January 15, 2007

Early Listings

90 Angus Char X str & hfrs 550-750#, weaned QSA

46 Blk-Blkwf str & hfrs 500-650#, shots weaned

30 Red Angus X str & hfrs 600-700#, weaned, shots

17 Angus X str & hfrs 500-600#, weaned, vacc.

35 Angus X str & hfrs 450-600#, weaned, vacc.

33 Blk str & hfrs 625-900#, shots, weaned

22 Bulls & hfrs 400-500#, weaned

Give us a call for more information or early listings

Well we have heard from several of you, our customers, and your comments have been greatly appreciated. Please keep them coming they are part of the communication I was talking about in past letters.

I will say that maybe I was not clear on my definition of the word customer and caused some of you to think I meant a customer was a buyer. If you remember a couple weeks ago I looked up the meaning: of the word customer: 1. A person who purchases goods or services from another; **buyer**; patron. As I read this from a different point of view and can see that I was not as clear as I should have been. While most of our customers are what we call **sellers**, in reality, they are buyers, **buyers** of our **services**. You the customer pay us what we feel is a fair and reasonable price to merchandise your livestock, to house and care for your livestock in a humane manner, and to receive fair and equal treatment no matter the size of your consignment.

We do not want to forget the **buyer or purchaser** of your livestock. He is also a customer, he is the one who sets the value for your livestock in an auction setting, assuring you of a fair value on any given day.

I hope this clears up the meaning of the word customer and maybe it will help us understand why you the customer both buyer and seller are so important to us.

I would like to thank those of you who brought, mailed, or faxed your health information on your cattle and also those who called in advance to let us know of your marketing intentions. This type of communication is very important to you when we talk to the buyers about your livestock.

Thanks again,  
Jim, John, and Tim

*Mark your calenders*

## SPECIAL SALE BRED COWS - BRED HEIFERS COW/CALF PAIRS BREEDING BULLS

SATURDAY JANUARY 27, 2007  
12:00 P.M.

40 Fancy Blk-Blkwf hfrs, bred Angus,  
due to calving in February

2 Polled Hereford Bulls  
16 Months of age  
Can be Registered